

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 USIA-15 /035 W
----- 092504

P 131546Z FEB 76

FM AMEMBASSY OSLO

TO SECSTATE WASHDC PRIORITY 1135

USDOC PRIORITY

INFO AMEMBASSY STOCKHOLM UNN

UNCLAS SECTION 1 OF 4 OSLO 0798

USDOC FOR BIC/OI:TRAFTON

E.O. 11652: N/A

TAGS: BEXP, NO

SUBJECT: DRAFT COUNTRY COMMERCIAL PROGRAM FOR FY-77

REF: STATE A-7368 12/10/75

SECTION I - OVERVIEW

1. ECONOMIC ACTIVITY IN NORWAY CONTINUES AT A GENERALLY HIGH LEVEL, SUPPORTED LARGELY BY CONSUMER DEMAND AND PUBLIC SECTOR INVESTMENT IN PETROCHEMICALS. OMSE SIGNS OF WEAKNESS--PARTICULARLY IN EXPORT INDUSTRY ORDERBOOKS--MAY PERSIST UNTIL INTERNATIONAL ECONOMIC CONDITIONS IMPROVE. NEVERTHELESS, A RECENT GOVERNMENT FORECAST PROJECTS A 7 PERCENT REAL GROWTH IN 1976 GNP. AN UPSWING IN FOREIGN DEMAND FOR NORWEGIAN PRODUCTS, AND IN NORWAY'S PRODUCTION OF OIL AND GAS, COULD RAISE GNP GROWTH EVEN MORE IN 1977.

2. U.S. ECONOMIC/COMMERCIAL OBJECTIVES IN NORWAY ARE TO INCREASE SALES AND MARKET SHARE OF U.S. GOODS AND SERVICES, TAKING ADVANTAGE OF NORWAY'S RELATIVE PROSPERITY; TO OBTAIN NORWEGIAN GOVERNMENT SUPPORT FOR U.S. POLICIES ON INTERNATIONAL ISSUES SUCH AS ENERGY, MULTILATERAL TRADE NEGOTIATIONS, RULES OF ORIGIN, AND LAW OF THE SEA; TO ASSURE A NON-DISCRIMINATORY ENVIRONMENT FOR U.S. FIRMS AND PRODUCTS IN NORWAY; TO PROMOTE TRAVEL TO THE UNITED
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STATES; AND TO ENCOURAGE NORWEGIAN INVESTMENT IN THE

UNITED STATES.

3. THE C.C.P. CAMPAIGNS, IN PRODUCTS FOR THE ELECTRONICS AND CONSTRUCTION INDUSTRIES; FOOD PROCESSING EQUIPMENT; POLLUTION CONTROL; PROCESS CONTROLS; ENERGY SYSTEMS; AND CONSUMER GOODS, ALL RELATE EITHER TO THE NEEDS OF SPECIFIC INDUSTRIES UNDERGOING GROWTH OR CHANGE, OR TO NORWAY'S GENERAL PROSPERITY. PROMOTION OF TRAVEL AND OF NORWEGIAN INVESTMENT IN THE U.S. WILL BE THE SUBJECT OF "NON-CAMPAIGN INITIATIVES." OTHER ECONOMIC/COMMERCIAL OBJECTIVES WILL BE PURSUED INDEPENDENTLY OF THE C.C.P.

SECTION II - PERSONNEL RESOURCE LIST

4. STATE-FUNDED E/C PERSONNEL

4.1 ECONOMIC UNIT

E/C COUNSELOR - - 3 GRIFFITH

E/C ASSISTANT 9 - 6

L-1 HYTTEN

S-7 WHITE

4.2 COMMERCIAL UNIT

COMMERCIAL ATTACHE -04 HOLTON

L-1 CAMPBELL

L-3 OLSEN

L-5 FJORTOFT

L-6 STABEL

5. OTHER E/C PERSONNEL

5.1 ECONOMIC UNIT

L-1 LEBORG (AGRICULTURE)

6. COUNTRY COMMERCIAL ACTION GROUP (CCAG)

A) DCM BREMER

B) E/C COUNSELOR GRIFFITH

C) COMMERCIAL ATTACHE HOLTON

D) PUBLIC AFFAIRS OFFICER NYROP

E) ADMINISTRATIVE OFFICER

7. WASHINGTON COMMERCIAL ACTION GROUP

A) COMMERCE

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- COUNTRY MARKETING MANAGER TRAFTON (CHAIRMAN)

- COUNTRY SPECIALIST CAYA

- PROGRAM COORDINATION OFFICER

B) STATE

- COMMERCIAL COORDINATOR FOR EUROPEAN BUREAU BRESLER

- COUNTRY DESK OFFICER ACHILLES

- EC/OCA - COUNTRY REPRESENTATIVE RABENS

8. CAMPAIGN NO. 1 - PRIORITY RANK: 1

TITLE: ELECTRONIC COMPONENTS AND PRODUCTION AND
TEST EQUIPMENT

CAMPAIGN MANAGER: OLSEN

JUSTIFICATION: CONSOLIDATION AND GROWTH ARE THE
TRENDS IN THE SOPHISTICATED NORWEGIAN ELECTRONICS INDUSTRY,
SPURRED BY ITS ROLE IN THE F-16 FIGHTER AIRCRAFT CO-
PRODUCTION PROGRAM. CONSUMPTION OF COMPONENTS IS EXPECTED
TO REACH \$100 MILLION BY 1979. LONGER PRODUCTION RUNS
SHOULD SIGNIFICANTLY INCREASE DEMAND FOR LABOR-SAVING
PRODUCTION EQUIPMENT, AND MORE RIGID QUALITY CONTROL SHOULD
RESULT IN EXPANDED SALES OPPORTUNITIES FOR TEST EQUIPMENT.

CAMPAIGN HIGHLIGHTS: CONTINUING CONTACT WITH FIRMS
WHICH PARTICIPATED IN THE ELECTRO '76 FBG WILL PROVIDE THE
EMBASSY WITH A VALUABLE ACQUAINTANCE WITH LEADING ELECTRON-
ICS AGENCIES AND END USEYS. AN EMBASSY-ORGANIZED TECHNICAL
SEMINAR WILL GIVE AGENCIES AN OPPORTUNITY TO PROMOTE NEW
LINES ACQUIRED FROM ELECTRO '76, AND WILL STIMULATE
INTEREST IN AN FBG TO THE WEST COAST ELECTRONICS SHOW,
WESCON, IN THE AUTUMN.

SECTION V

WORK DAYS OF EFFORT

MISSION PERSONNEL REQUIREMENTS TABLE II (A)

FSO	10
FSL (PRO.)	15
FSL (CLERICAL)	5
TOTAL	30

CAMPAIGN FINANCIAL REQUIREMENTS RABLE II (B)

TRAVEL	\$300
REPRESENTATION	200
MISCELLANEOUS:	400
TOTAL	\$900

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ACTION, ETC. QUARTERS 1 2 3 4

1. FOLLOW UP ON ELECTRO '76 X 0 0 0

FOREIGN BUYER GROUP

2. ORGANIZE FBG TO WESCON 0 X X X

3. TRADE OPPORTUNITIES 2 2 1 0

4. SUPPORT STOCKHOLM TRADE

CENTER SHOW

5. ORGANIZE TECHNICAL SEMINAR, X X 0 0

PROVIDING FORUM FOR PROMOTING NEW

AGENCIES ARRANGED AT ELECTRO '76

9. CAMPAIGN NO. 2 - PRIORITY RANK: 2

TITLE: FOOD PROCESSING AND PACKAGING EQUIPMENT

CAMPAIGN MANAGER: CAMPBELL

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 USIA-15 /035 W
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P 131546Z FEB 76

FM AMEMBASSY OSLO

TO SECSTATE WASHDC PRIORITY 1136

USDOC PRIORITY

INFO AMEMBASSY STOCKHOLM UNN

UNCLAS SECTION 2 OF 4 OSLO 0798

JUSTIFICATION: THE SUCCESS OF THE EMBASSY'S JANUARY 1976 FOREIGN BUYER GROUP INDICATES THAT AMERICAN EQUIPMENT OFFERS MUCH TO NORWEGIAN INDUSTRY, WHICH HAS VIRTUALLY IGNORED IT IN THE PAST. MODERNIZATION OR GROWTH IN FISH PROCESSING, MEAT AND VEGETABLE PROCESSING, DAIRY OPERATIONS, AND BEVERAGE BOTTLING IN NORWAY MEANS OPPORTUNITIES FOR SUPPLIERS OF U.S. EQUIPMENT, AND POSSIBLY FOR U.S. CONSULTANTS.

CAMPAIG HIGHLIGHTS: INTEREST OF THE '76 SAN FRANCISCO FBG PARTICIPANTS IN ATTENDING THE NEW ORLEANS SHOW, AND THE LIKLIHOOD THAT THEIR ENTHUSIASM WILL ATTRACT OTHERS FROM THE INDUSTRY, ARE EXCELLENT REASONS FOR REPEATING THE PATTERN OF THE FY '76 CAMPAIGN.

MISSION PERSONNEL REQUIREMENTS TABLE II (A)

FSO	10
FSL (PRO.)	40
FSL (CLERICAL)	10
TOTAL	60

CAMPAIGN FINANCIAL REQUIREMENTS TABLE II (B)

TRAVEL	\$400
REPRESENATION	200
MISCELLANEOUS:	400
TOTAL	\$1000

ACTIONS, ETC. QUARTERS 1 2 3 4
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1. INVESTIGATE AND REPORT ON X 0 0 0

FOOD PROCESSING INDUSTRY IN SOUTH AND
WEST NORWAY.

2. PROMOTE FBG TO FOOD PROCESSING X X 0 0

EQUIPMENT EXHIBITION AT NEW ORLEANS,
JANUARY '77.

3. DEVELOP TRADE OPPORTUNITIES. 0 0 2 2

4. FOLLOW UP ON NEW ORLEANS FBG. 0 0 0 X

10. CAMPAIGN NO. 3 - PRIORITY RANK: 3

TITLE: POLLUTION CONTROL EQUIPMENT

CAHPAIGN MANAGER: OLSEN

JUSTIFICATION: SUBSTANTIAL INVESTMENTS IN POLLUTION

CONTROL EQUIPMENT MAY BE EXPECTED IN 1977-78. SOME OF THE

REGULATING STANDARDS ON EFFLUENT FROM OLD PLANTS IN THE

FERRO-ALLOY, MINING, CHEMICAL, FISH AND GALVANIZING IN-

DUSTRIES WILL BE FACING DEADLINES SET BY PUBLIC AUTHORITES.

TIGHTER FEDERAL CONTROLS GOVERNING MUNICIPAL WATER POLLUTION

AND OIL SPILL PROTECTION ALSO EXPECTED IN NEAR FUTURE.

CAMPAIGN HIGHLIGHTS:

ORGANIZATION OF AN FBG TO ATTEND THE INTERNATIONAL

POLLUTION ENGINEERING CONGRESS IN HOUSTON IN OCTOBER 1976

WILL RESPOND TO INTEREST ALREADY VOICED IN THE TRADE, AND

WILL BUILD ON THE EXPERIENCE OF THE SEPTEMBER 1974 FBG.

MISSION PERSONNEL REQUIREMENTS TABLE II (A)

FSO	10
FSL (PRO.)	15
FSL (CLERICAL)	5
TOTAL	30

CAMPAIGN FINANCIAL REQUIREMENTS TABLE II (B)

TRAVEL	\$500
REPRESENTATION	200
MISCELLANEOUS	400
TOTAL	\$1100

ACTIONS, ETC. QUARTERS 1 2 3 4

1. ORGANIZE FBG TO INTERNATIONAL X 0 0 0

POLLUTION ENGINEERING CONGRESS.

2. FOLLOW UP ON FBG. 0 0 X 0

3. DEVELOP LICENSING AND TRADE 0 1 3 2

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OPPORTUNITIES.

11. CAMPAIGN NO. 4 - RANK PRIORITY: 4

TITLE: BUILDING AND CONSTRUCTION SUPPLIES & EQUIPMENT

CAMPAIGN MANAGER: CAMPBELL

JUSTIFICATION: NORWAY'S DEVELOPMENT OF MINERALS AND METALLIC ORE IS TO A GREAT EXTENT BASED ON HEAVY-DUTY CONSTRUCTION AND EARTHMOVING MACHINERY. PLANS FOR COAL MINING IN THE ARCTIC ARCHIPELAGO OF SPITZBERGEN, SVALBARD ARE NOW BEING DEVELOPED AND THE MINES ARE EXPECTED TO BE IN OPERATION BY 1978. THERE IS ALSO A GROWING INTEREST IN U.S. MANUFACTURED BUILDING SUPPLIES AND EQUIPMENT, AN INTEREST BASED PRIMARILY ON THE CONTINUOUS FLOW OF NEW DEVELOPMENTS AND MATERIALS IN THE U.S. AND RISING LABOR COSTS IN NORWAY.

CAMPAIGN HIGHLIGHTS: LARGELY EXPLORATORY, THIS CAMPAIGN WILL DETERMINE THE EXTENT OF THE APPARENT POTENTIAL FOR U.S. PRODUCTS IN THIS CLASSIFICATION.

MISSION PERSONNEL REQUIREMENTS TABLE II (A)

FSO	10
FSL (PRO.)	30
FSL (CLERICAL)	10
TOTAL	50

CAMPAIGN FINANCIAL REQUIREMENTS TABLE II (B)

TRAVEL	\$300
REPRESENTATION	100
MISCELLANEOUS	200
TOTAL	\$600

ACTIONS, ETC. QUARTERS 1 2 3 4

1. REPORT ON CAR RAILER, X X 0 0
CAMPER, AND PREFABRICATED HOUSING
MANUFACTURERS INTERESTED IN AC-
QUIRING U.S. LICENSES OR IN CROSS-
LICENSING.

QUARTERS 1 2 3 4

2. PROMOTE FBG TO INTERNATIONAL
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BUILDING EXPOSITION, CHICAGO, OCTOBER '77. 0 0 X X

3. SUBMIT TRADE OPPORTUNITIES 0 2 2 2

4. REPORT ON MINING INDUSTRY'S
MACHINERY REQUIREMENTS.

5. FOLLOW UP ON FBG. 0 0 X 0

12. CAMPAIGN NO. 5 - PRIORITY RANK: 5

TITLE: PROCESS CONTROL INSTRUMENTATION

CAMPAIGN MANAGER: OLSEN

JUSTIFICATION: HIGH AND GROWING LABOR COSTS COMBINED WITH A SHORTAGE OF LABOR MEAN THAT NORWEGIAN INDUSTRY MUST TURN INCREASINGLY TO AUTOMATION TO REMAIN COMPETITIVE. FOR MUCH OF INDUSTRY, PARTICULARLY FOR FOOD PROCESSING, PULP AND PAPER, CHEMICALS AND METALLURGY, THIS WILL REQUIRE INCREASED INVESTMENT IN PROCESS CONTROL INSTRUMENTS. MORE-OVER, PROSPECTS ARE GOOD FOR LARGE GAS AND OIL STRIKES IN THE HITHERTO UNEXPLORED SEABED OFF NORWAY'S NORTH-WEST COAST. IF THESE OCCUR AFTER THE AREA IS OPENED TO EXPLORATION IN 1977, THEN EQUIPPING THE OFFSHORE FACILITIES AND CONSTRUCTING THE TERMINALS, REFINERIES, POWER PLANTS AND PETRO-CHEMICAL PLANTS WILL FURTHER BOOST NORWAY'S REQUIREMENTS FOR PROCESS CONTROL INSTRUMENTATION.

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P 131546Z FEB 76

FM AMEMBASSY OSLO

TO SECSTATE WASHDC PRIORITY 1137

USDOC PRIORITY

INFO AMEMBASSY STOCKHOLM UNN

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CAMPAIGN HIGHLIGHTS: THIS CAMPAIGN IS AIMED LESS AT PROSPECTIVE AGENTS THAN AT END USERS, WHO ARE TO BE REMINDED FREQUENTLY OF THE AVAILABILITY AND SUITABILITY OF AMERICAN EQUIPMENT.

MISSION PERSONNEL REQUIREMENTS TABLE II (A)

FSO	10
FSL (PRO.)	10
FSL (CLERICAL)	3
TOTAL	23

CAMPAIGN FINANCIAL REQUIREMENTS TABLE II (B)

TRAVEL	\$300
REPRESENTATION	200

MISCELLANEOUS	200
TOTAL	\$700

ACTIONS, ETC.	QUARTERS	1	2	3	4
1. WORK WITH TECHNICAL J		0	X	0	0
JOURNAL TO HAVE MAERICAN MATERIAL PUBLISHED.					
2. SUPPORT STOCKHOLM TRADE CENTER SHOW.					
3. ORGANIZE TECHNICAL SEMINAR.		0	X	X	0
4. DEVELOP TRADE OPPORTUNITIES.		2	2	1	2

13. CAMPAIGN NO. 6 - PRIORITY RANK: 6
 TITLE: ENERGY SYSTEMS
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CAMPAIGN MANAGER: CAMPBELL

JUSTIFICATION: CONCESSIONS FOR DRILLING OFF THE NORWEGIAN COAST NORTH OF THE 62ND PARALLEL WILL BE GRANTED BY THE GOVERNMENT BEGINNING IN 1977. THE GREAT POTENTIAL IN THAT AREA, AND CONTINUING DEVELOPMENT OF NORTH SEA OIL AND GAS RESOURCES COULD TO THE SOUTH, MEAN FURTHER MARKETING OPPORTUNITIES FOR U.S. SUPPLIERS OF EQUIPMENT FOR THE PETROCHEMICAL INDUSTRY. SALES OF EQUIPMENT FOR OFFSHORE OPERATIONS WILL DEPEND LARGELY ON DEMAND'S ABSORBING THE PRESENT OVERSUPPLY OF RIGS. MOREOVER, SATISFYING GROWING POWER DEMANDS BY BUILDING HYDRO-ELECTRIC STATIONS AT INCREASINGLY REMOTE POINTS IS BECOMING UN-ECONOMIC AND MAY LEAD TO A SEARCH FOR OTHER SOLUTIONS WHICH COULD INCLUDE THERMAL POWER BASED ON NORTH SEA GAS, AND NUCLEAR POWER WHEN AND IF IT BECOMES POLITICALLY ACCEPTABLE.

CAMPAIGN HIGHLIGHTS: THE EMBASSY'S REPORT ON NORWAY'S ENERGY POLICIES WILL BE UPDATED TO KEEP US ABREAST OF DEVELOPMENTS IN NORWAY'S SECTOR. PROMOTION OF ATTENDANCE AT U.S. TRADE SHOWS WILL ASSURE THAT NORWEGIAN FIRMS OPERATING DOMESTICALLY AND ABROAD, CONTINUE TO LOOK TO THE UNITED STATES FOR TECHNOLOGY AND EQUIPMENT.

MISSION PERSONNEL REQUIREMENTS	TABLE II (A)
FSO	15
FSL (PRO.)	20
FSL (CLERICAL)	10
TOTAL	45

CAMPAIGN FINANCIAL REQUIREMENTS	TABLE II (B)
TRAVEL	\$300

REPRESENTATION	200
MISCELLANEOUS	250
TOTAL	\$750

ACTIONS, ETC.	QUARTERS	1	2	3	4
1. ORGANIZE FBG TO PIPELINE		X	X	0	0

ECHNOLOGY. CONVENTION, HOUSTON,
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JANUARY 1977; OR OTHER APPROPRIAE
TRADE SHOW.

2. FOLLOW UP ON '76 TULSA FBG.	X	0	0	0
3. FOLLOW UP ON PIPELINE TECHNOLOGY FBG.				
	0	0	0	X
4. DEVELOP LICENSING AGREEMENTS AND TRADE OPPORTUNITIES.	2	0	0	2
5. UPDATE NORWEGIAN ENERGY POLICY REPORT.	0	X	0	0

14. CAMPAIGN NO. 7 - PRIORITY RANK: 7
TITLE: CONSUMER GOODS

CAMPAIGN MANGER: HOTON

JUSTIFICATION: NORWAY WILL SOON BE ONE OF THE
WORLD'S RICHEST COUNTRIES ON THE BASIS OF GROSS NATIONAL
PRDUCT PER CAPITA. PERSONAL DISPOSABLE INCOME IS RISING
ALONG WITH THE GNP, WHILE GREATER TRAVEL AND GROWING
SOPHISTICATION ARE INCREASING NORWEGIANS' INTEREST IN
CONSUMER PRODUCTS FROM ABROAD. WHILE THE GROWING DEMAND
CAN BE SATISFIED WITH IMPORTS FROM EUROPE, THE STIMULUS
OF SUSTAINED PROMOTION SHOULD GIVE AMERICAN PRODUCTS A
SUBSTANTIALLY INCREASED SHARE OF THIS MARKET.

CAMPAIGN HIGHLIGHTS: THIS CAMPAIGN WILL CAPITALIZE
ON THE RESULTS OF HE FY-1976 CAMPAIGN.
IF WARRENTED BY THE FINDINGS OF THE 1976 CAMPAIGN, AN IN-STORE
PROMOTION WILL BE MOUNTED LATE IN 1976 TO MAKE MAXIMUM USE OF THE
U.S. BICENENNIAL THEME. ACQUAINTANCE WITH HE CONSUMER
GOODS TRADE WILL BE STRENGTHENED. COOPERATION WITH THE
U.S. DEPARTMENT OF AGRICULTURE WILL SUPPORT SALES OF U.S.
AGRICULTURAL PRODUCTS. INFORMATION WILL BE GATHERED AND
PUGLICIZED REGARDING AMERICAN TRADING COMPANIES INTERESTED
IN FILLING SMALL AND MIXED ORDERS FROM NORWEGIAN RETAILERS
AND WHOLESALERS. THE EMBASSY WILL INVESTIGATE THE FEASI-
BILITY OF A CENTRAL DEPOT TO RECEIVE CONTAINER SHIPMENTS
OF CONSUMER GOODS FROM THE U.S. AND TO BREAK THEM DOWN
FOR SALE TO WHOLEWSALERS OR RETAILERS THROUGHOUT
SCANDINAVIA.

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MISSION PERSONNEL REQUIREMENTS TABLE II (A)

FSO	30
FSL (PRO.)	20
FSL (CLERICAL)	15
TOTAL	65

CAMPAIGN FINANCIAL REQUIREMENTS TABLE II (B)

TRAVEL	\$500
REPRESENTATION	200
MISCELLANEOUS	600
TOTAL	\$1300

ACTIONS, ETC. QUARTERS 1 2 3 4

1. MOUNT STORE PROMOTION USING BICENTENNIAL THEME, CONCLUDING
ARRANGEMENTS MADE IN FY '76. X 0 0 0

2. CALL ON RETAIL AND WHOLESALE TRADE EXECUTIVES FOR TRADE INFORMATION AND TOPS. 0 3 3 2

3. GATHER INFORMATION ON U.S. TRADING COMPANIES SUITABLE FOR NORWEGIAN BUSINESS. X X 0 0

4. PUBLICIZE INFORMATION ON U.S. SUPPLIERS OF CONSUMER GOODS. 0 X X 0

5. STAGE "U.S. NATIONAL HARDWARE SHOW REVIEW," A CATALOG SHOW ASSEMBLED FROM EXHIBITORS AT THE NATIONAL HARDWARE SHOW IN CHICAGO IN AUGUST 1976. 0 0 X X

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 USIA-15 /035 W

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FM AMEMBASSY OSLO

TO SECSTATE WASHDC PRIORITY 1138

USDOC WASHDC PRIORITY
INFO AMEMBASSY STOCKHOLM

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SECTION III - NON-CAMPAIGN INITIATIVE ACTIVITIES

ACTION PRIORITY
NO. TRADE PORTION EVENT SUPPORT 16

ADD: TRADE CENTER SUPPORT WILL INCLUDE PROMOTION OF GROUP VISITS TO CCP-RELATED EXHIBITIONS AT THE U.S. TRADE CENTER FOR SCANDINAVIA. THE EMBASSY PLANS ALSO TO PROMOTE CCP-RELATED EXHIBITIONS AT U.S. TRADE CENTER, LONDON, WHEN NO CONFLICT WITH USTC STOCKHOLM EVENTS IS INVOLVED.

2 MARKET RESEARCH 17
ADD: IN ADDITION TO THE RESEARCH TOPICS TO BE ASSIGNED BY THE DEPARTMENT OF COMMERCE, THE EMBASSY PROPOSES TO UNDERTAKE A CURSORY INQUIRY INTO THE NORWEGIAN MARKET FOR AMERICAN OCEAN VESSELS FROM AMERICAN YEARS.

3. MAJOR PROJECTS 18

4. FOREIGN BUYERS PROGRAM 15
ADD: THE EMBASSY WILL UNDERTAKE TO COOPERATE WITH AMEMBASSIES STOCKHOLM, COPENHAGEN, AND HELSINKI IN THE UNCLASSIFIED

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FORMATION OF FOREIGN BUYERS GROUPS OF COMMON INTEREST.

5. TRADE OPPORTUNITIES (TOPS) 12

6. WDTRS 8

7. ADS 9

8. FTI 19

9. INVESTMENT PROTECTION/FACILITATION 11

10. EX-IM BANK SUPPORT 10

11 SCHEDULED CERP 12

12. COMMERCIAL NEWSLETTER 22

OMIT REFERENCE TO TRANSLATING. ADD:
ASSESSMENT OF NEWSLETTER'S VALUE.

13. BUSINESS SERVICES 20

14. ECONOMIC REPORTING/NEGOTIATIONS/RE- 21
PRESENTATIONS

15 MANAGEMENT 14

16. OTHER E/C ACTIVITIES, BOTH CAMPAIGN AND 23
NON-CAMPAIGN, NOT ELSEWHERE INCLUDED

17. NON-E/C ACTIVITIES 13

15. COMMENT: WE NOTE THIS IS AN EARLY DRAFT SUBJECT TO
CONSIDERABLE CHANGE. STOCKHOLM TRADE CENTER SCHEDULE IS
IMPORTANT BUT UNKNOWN FACTOR WHICH, WHEN DEFINED, WE MUST
TAKE INTO ACCOUNT IN ADDING AND REARRANGING CAMPAIGN
ACTIVITIES. TRAVEL EXPENSES ARE STILL MAJOR IMPEDIMENT
TO GREATER SUPPORT OF TRADE CENTER PROGRAM. WE LOOK
FORWARD TO COMMENTS AND SUGGESTIONS OF WASHINGTON ACTION
GROUP.

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